Network Management Ownership Models

With more demands on IT resources than ever before, the task of network management is both time and budget intensive. Choosing a partial or full Managed Service Provider (MSP) can reduce the IT workload while giving your business direct access to skilled network operators. Included in the fixed monthly fee is equipment maintenance and support, and disposal of end-of-life (EOL) hardware.

The shift to Managed Services can streamline your budget and shift the network expenditure from a capital expense (CAPEX) to a consumption-based operating expense (OPEX).

Ownership Model	FULL OWNERSHIP ▪ Client owns hardware ▪ Client monitors system	PARTIAL MSP ▪ Client owns hardware ▪ DES manages system	FULL MSP ▪ DES owns hardware ▪ DES manages system
Operational Benefits	▪ Full control of technology inventory and management	▪ Reduces upfront spend ▪ Mitigates disruption by employee turnover ▪ A single vendor for network management, upgrades and support	▪ A single turnkey solution managed by highly skilled network operators ▪ Scalable, consumption-based hardware ▪ Network refresh at the pace of innovation
Financial Benefits	▪ CAPEX expense ▪ Hardware eligible for grant funding	▪ Hybrid between CAPEX and OPEX ▪ Hardware eligible for grant funding	▪ Consistent and controlled OPEX expense ▪ Network expenditure commensurate with outcomes
Direct Costs	▪ Staffing ▪ Equipment ▪ Installation ▪ Maintenance & support	▪ Fixed monthly fee ▪ Equipment ▪ Installation ▪ Maintenance & support	▪ Fixed monthly fee includes all equipment, installation, maintenance and support
Resources & Overheads	▪ Potential for over-utilization or under-utilization of staff ▪ Requires IT training ▪ EOL equipment disposal	▪ Requires IT training ▪ EOL equipment disposal	▪ Minimal overhead costs
DES Partnership	▪ **Networking Solutions** ▪ **Payment Plans** ▪ **Support Contracts**	▪ **Networking Solutions** ▪ **Payment Plans** ▪ **Support Contracts** ▪ **Managed Services**	▪ **Managed Services**

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